

## Optimising Your EA

# EA Success Checklist

For businesses renewing or reviewing their Enterprise Agreement (EA), whether Cisco or Microsoft, it's critical to take a proactive approach to ensure alignment with business priorities, cost efficiency, and long-term IT strategy.

A well-structured EA not only simplifies procurement but also enables organisations to maximise their software investments while driving innovation and operational excellence.

### ◆ The Role of the Right Partner:

- Gain **full visibility** into your usage, entitlements, and renewals
- Navigate **complex licensing models** across Microsoft and Cisco
- Identify **hidden value** and cost-saving opportunities
- Implement **proactive optimisation** to control spend and drive efficiency



## Aligning with Business Growth

**Are you fully leveraging the entitlements included in your EA?** Many businesses underutilise key benefits such as software upgrades, funding programs, and training vouchers.

?

**Does your licensing strategy support your evolving workforce?** With the rise of hybrid work, ensuring your agreement reflects your workforce model—remote, frontline, or office-based—is essential.

?

**Are you optimising your software and cloud usage?** For Microsoft EA customers, this means leveraging Azure Hybrid Benefits and Reserved Instances; for Cisco EA customers, it's about right-sizing networking, security, and collaboration investments.

?

## Controlling Costs & Eliminating Waste

**Regular license audits** to identify unused or underutilised software. This ensures you're only paying for what you need.

?

**Adopting FinOps and cost optimisation practices** to track cloud consumption and control spend on services like Azure or Cisco subscriptions.

?

**Rightsizing your licensing** across users, workloads, and infrastructure to reduce overspending while maintaining flexibility.

?

## Maximising Strategic Value

**Are you fully using the included enterprise benefits?** Microsoft and Cisco EAs often provide exclusive support services, adoption workshops, and funding opportunities that help drive innovation.

?

**Are you leveraging flexible licensing models?** Many organisations complement their EA with CSP (Cloud Solution Provider) models or pay-as-you-grow structures for increased agility.

?

**Are you prepared for price and program changes?** Staying ahead of vendor updates ensures you can adapt without disruption.

?

